

The JOHN MAXWELL **Team**

THE MAXWELL PHILOSOPHY

“A leader is the one who climbs the tallest tree, surveys the entire situation, and yells ‘Wrong Jungle!’”

LAW #17 – The Law of _____.

Learning the Law of Priorities:

Leaders understand that activity is not necessarily accomplishment

This law determines our effectiveness.

Living the Law of Priorities:

This law is the lever that instead of focusing on getting _____ done, a great leader gets the _____ done!

Today I will get the RIGHT things done!

Leading others to the Law of Priorities:

- i. What’s _____?
 - ii. What must I do that nobody can or should for me?
1. What gives me the greatest _____?
- iii. What am I doing that can be done at least 80% as well as someone else?

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2. Just because I can doesn't mean I should.

iv. What can I do that can be doubled or triple purposed?

This is a leverage question.

3. What brings the greatest _____?

4. As the leader, it is a terrific _____ to be in a place to
_____.

There are many things that catch my eye but only a few things that catch my heart.